



NEWS RELEASE

PRESS OFFICE

Release Date: August 9, 1999

Contact: Michael Stamler (202) 205-6740

Release No: 99-65

SBA News Releases: www.sba.gov/news/

SBA GREATLY EXPANDS LIST OF CERTIFIERS TO HELP WITH DISADVANTAGED STATUS REVIEWS

WASHINGTON --The U.S. Small Business Administration (SBA) announced today that it is expanding by 30 the number of organizations permitted to help in the certification process required for firms requesting federal status as small disadvantaged businesses (SDBs). With these additions, there are now more than 90 groups nationwide to screen and analyze SDB applications and to make recommendations to the SBA on ownership and control issues.

Federal certification is an important consideration for any qualified SDB. Last fall, the Clinton/Gore Administration began a program reserved especially for this business classification.

“Since last August, the SBA has certified more than 6,700 firms as small disadvantaged businesses,” said SBA Administrator Aida Alvarez. **“These companies represent a good cross section, coming from nearly every industrial sector. But a recent change in the way SDB status is determined means that many more firms could qualify. By expanding the ranks of the third-party certifiers, we hope to give even more SDBs a chance to secure contracts in the \$200 billion-per-year federal marketplace.”**

If an SDB contracts directly with the federal government, they now can receive a price evaluation adjustment of 10 percent for contracts in selected industries -- those that still reflect the effects of discrimination. But they can only receive this adjustment if they've received formal certification from the SBA.

This same certification requirement will extend to all SDBs by Oct. 1. Beginning that date, contractors and subcontractors will be required to obtain formal SBA certification. Until then, SDBs involved with subcontracting can self-certify their status to the prime contractors.

SDB applicants can arrange to have a third-party certifier review an application package. The certifier is allowed 15 days to verify that the application is complete and another 30 days to determine whether the applicant meets the ownership and control requirements for SDB status. To qualify, a disadvantaged individual or individuals must own 51 percent or more of the business and must devote full-time to its daily management. Once the certifier completes that analysis, the package is forwarded to the SBA, which must complete its work in 30 days.

If applicants prefer, they can simply ask the third-party certifier to assist in filling out the SDB application form. In this case, however, the same certifier would not be able to conduct the ownership review; that would have to be done either by a separate certifier or the SBA. Regardless, the SBA will continue its role in determining social and economic disadvantage, and whether the SDB applicant firm qualifies as a small business.

-more-

Third-party certifiers are permitted to charge for their services and applicants are encouraged to shop around for the best combination of service and price.

SDB applications and additional program information can be obtained on-line at **<http://www.sba.gov/sdb>** or by calling toll-free **1-800-558-0884**. A full list of certified SDBs is available on-line at <http://pro-net.sba.gov>.

SBA regulations adopted last year allow non-minority applicants seeking SDB status to meet a revised standard for establishing social disadvantage, one of two eligibility criteria. Before those regulations were adopted, non-minority candidates had to prove a pattern of social disadvantage with “clear and convincing” evidence. That standard was lowered to a “preponderance” of evidence. The criterion for economic disadvantage was not changed.

###

(Full list of new Private Certifiers attached)

ALABAMA

PAUL GUNN BUSINESS CONSULTING

Huntsville, AL 35816
(256) 721-0053

WALKER, MILLS, AND WILSON

Montgomery, AL 36117
(334) 279-5854

CALIFORNIA

PERCEPTIVE ENTERPRISES, INC.

Palmdale, CA 93552
(661) 285-3790

HAYDEN J. LEE CONSULTANTS, INC.

San Francisco, CA 94116
(415) 759-8178

HARJO & ASSOCIATES

Tustin, CA 92782
(714) 239-4449

COLORADO

PEAK CERTIFICATION, LLC

Colorado Springs, CO 80917
(719) 570-7074

DENVER BUSINESS DEVELOPMENT GROUP

Denver, CO 80204
(303) 623-5660

DISTRICT OF COLUMBIA

DOUGLAS RESOURCES, INC.

Washington, D.C. 20020
(202) 347-5740

THE BRENTON-DABNEY GROUP, LTD.

Washington, D.C. 20036
(202) 463-0958

U.S. HISPANIC CHAMBER OF COMMERCE

Washington, D.C. 20036
(202) 842-1212

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL

Washington, D.C. 20005
(202) 862-4810

FLORIDA

ODEON GROUP, INC.

Miami, FL 33169
(305) 653-4100

NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL OF FLORIDA

Orlando, FL 32809
(407) 859-3901

WILLIAMS & HOPE CORPORATION

Miramar, FL 33025
(954) 435-3429

ILLINOIS

AXXIS MANAGEMENT CONSULTANTS CORP.

Granite City, IL 62040
(618) 451-5767

INDIANA

SHIRLEY ANN JOHNSON-McCROY

Indianapolis, IN 46204
(317) 254-0373

KANSAS

MITCHELL & RICHARDS, CPA's, PA

Wichita, KS 67218
(316) 685-1600

MISSOURI

LEADTEAM, LLC

Kansas City, MO 64114
(816) 942-1544

NEW JERSEY

THE BEST BUSINESS CONSULTANTS, INC.

Howell, NJ 07731
(732) 866-8833

NEW MEXICO

RIO GRANDE MINORITY PURCHASING COUNCIL, INC.

Albuquerque, NM 87109
(505) 823-2213

NEW YORK

MWBE DEVELOPMENT CENTER

Binghamton, NY 13901
(607) 724-2118

NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL

New York, NY 10018
(212) 944-2430

WAR ASSOCIATES

Nedrow, NY 13120
(315) 492-1772

PENNSYLVANIA

PKD

Codorus, PA 17311
(717) 229-0715

PUERTO RICO

MANUEL L. PORRATA & ASSOCIATES

Rio Piedras, PR 00927
(809) 765-2140

TEXAS

GOLDEN TRIANGLE MINORITY BUSINESS COUNCIL, INC.

Beaumont, TX 77720-1664
(409) 835-0151

SAENZ GROUP, INC.

San Antonio, TX 78228
(210) 432-1513

WASHINGTON

BUSINESS LINKS

Richland, WA 99352
(509) 372-7142

WISCONSIN

PROGRESSIVE TRAINING CONSULTANTS, INC.

Milwaukee, WI 53209
(414) 562-8162

SIKER FINANCIAL SERVICES

Milwaukee, WI 53202
(414) 273-0900

